

# CDFIS BUILD AMERICA'S RURAL COMMUNITIES

## OFN Members Serving in Rural Communities

Arcata Economic Development Corporation  
-Arcata, CA

Brazos Valley CDC  
-Bryan, TX

California Coastal Rural Development Corporation  
-Salinas, CA

CEI Capital Management  
-Brunswick, ME

Chi Ishobak  
-Dowagiac, MI

Community Capital of Vermont  
-Barre, VT

Communities Unlimited  
-Fayetteville, AR

Craft3  
-Astoria, OR

Dakota Resources  
-Renner, SD

Enterprise Development Fund of Erie County  
-Erie, PA

Fahe  
-Berea, KY

First Nations Oweesta Corporation  
-Longmont, CO

First State Community Loan Fund  
-Wilmington, DE

Four Bands Community Fund  
-Eagle Butte, SD

Greater Minnesota Housing Fund  
-St. Paul, MN

Impact Seven  
-Almena, WI

Kentucky Habitat for Humanity  
-Louisville, KY

Kentucky Highlands Investment Corporation  
-London, KY

Lakota Fund  
-Kyle, SD

MACED  
-Berea, KY

MaineStream Finance  
-Bangor, ME

Maryland Capital Enterprises  
-Salisbury, MD

The story of rural America often centers on the unique challenges facing rural communities: underdeveloped infrastructure, unemployment, and lack of access to capital. However, rural communities can offer opportunities for entrepreneurial innovation and investment.

To jumpstart that investment, CDFIs employ creative strategies to increase the flow of capital into rural communities, including attracting and increasing private investment. CDFIs are often the strongest locally-based partners for economic development activities.

CDFIs are an important investor in rural America: providing capital to businesses that increase tourism-related activities and create new jobs, financing critically-needed community facilities like health centers, and helping create new opportunities for economic growth in disinvested rural areas.

*More than half of OFN's members invest in rural communities and in 2015 provided \$1.2 billion in financing.*

## Financing Jobs, Housing, and New Technology in Rural America

### Main Cross Apartments Mount Sterling, Kentucky

**Fahe**, a CDFI based in Berea, Kentucky, serves Appalachia through affordable housing, community development, and job creation. In Mount Sterling, Kentucky, the Main Cross Apartments provides affordable senior housing to Appalachia's increasing elderly population. The housing complex is undergoing an extensive renovation with a focus on energy efficiency, which will help its fixed-income residents remain within their budgets. The total project cost was \$5 million. Main Cross Apartments leveraged various sources of funding, including a \$184,000 loan from Fahe, Low Income Housing Tax Credits, and Affordable Housing Program funds from the Federal Home Loan Bank.

### NorrisBuilt Fabrication Norton, Virginia

**People Incorporated Financial Services** of Abingdon, Virginia is the only CDFI headquartered in rural Virginia, providing small business and microenterprise development and lending services in low-income communities in 22 jurisdictions. In 2014, Ron and Tiffany Norris started NorrisBuilt Fabrication, a welding and fabrication business. The business began with just a business plan and a single micro-loan from People Incorporated. In the first nine months of operation, six more rounds of new capital investment were acquired and 12 more employees hired - all due to additional funding support, including two more loans from People Incorporated. In 2015, NorrisBuilt relocated to a 33,000-square-foot building and secured a Virginia Department of Transportation contract. The start-up business that began with just two employees in 2014 now boasts 29 employees and is pulling in \$1.2 million in sales annually.

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- Midwest Housing Development Fund  
*-Omaha, NE*
- Midwest Minnesota Community Development Corporation  
*-Detroit Lakes, MN*
- Montana and Idaho CDC  
*-Missoula, MT*
- National Council on Agricultural Life and Labor (NCALL) Research Fund  
*-Dover, DE*
- Natural Capital Investment Fund  
*-Shepherdstown, WV*
- NeighborWorks Montana  
*-Great Falls, MT*
- NeighborWorks of Western Vermont  
*-West Rutland, VT*
- New Hampshire Community Loan Fund  
*-Concord, NH*
- North Carolina Community Development Initiative Capital  
*-Raleigh, NC*
- Rural Community Assistance Corporation  
*-West Sacramento, CA*
- Rural Electric Economic Development  
*-Madison, SD*
- Siouxland Economic Development Corporation  
*-Sioux City, IA*
- Southern Mutual Financial Services  
*-New Iberia, LA*
- Southwest Georgia United Empowerment Zone  
*-Vienna, GA*
- The Loan Fund  
*-Albuquerque, NM*
- The Genesis Fund*  
*-Brunswick, ME*
- TWA Lending Services  
*-Isleta Pueblo, NM*
- Vermont Community Loan Fund  
*-Montpelier, VT*
- Wind River Development Fund  
*-Fort Washakie, WY*
- Wisconsin Native Loan Fund  
*-Lac du Flambeau, WI*

...and more!!

### Finger Lakes Area Counseling and Recovery Agency

*Finger Lakes, New York*

Finger Lakes Area Counseling and Recovery Agency (FLACRA) is a private, nonprofit agency that provides outpatient, residential, crisis center, vocational, housing, care management and youth services throughout the five-county Finger Lakes region. The agency helps about 5,000 people annually. In 2016, FLACRA opened four newly-renovated supportive living and permanent supportive housing sites as part of a project to fight addiction and homelessness through its Rural Housing Initiative Project.

The project, which received an \$872,000 acquisition and predevelopment loan from the **Corporation for Supportive Housing**, will provide 22 homeless individuals with stable housing. The project also leveraged funding from the New York State Office of Temporary Disability Assistance Homelessness Housing Assistance Program, the New York Federal Home Loan Bank, and Canandaigua National Bank. Fourteen of the 22 beds are licensed by the New York State Office of Alcoholism and Substance Abuse Services. Individuals will live independently while benefiting from FLACRA's support services and will be encouraged to seek education, employment, and achieve other life goals.

### Artisan Electric

*Puget Sound, Washington*

Artisan Electric is a full-service residential and commercial electrical contractor specializing in solar photovoltaic systems throughout the Puget Sound. Artisan has helped shape the area's energy future by educating communities, simplifying processes and creating energy solutions that are both practical and elegant.

In the past decade, Artisan Electric grew from a \$100,000 company to over \$7 million. Owners Jason Williams and Evan Leonard found that while they excelled in running sales, design and installations, neither fully understood the financial side. High revolving balances and overhead and inefficiencies were making it impossible to make a profit. With the help of a new controller, they cleaned up and reconciled the financials. Jason and Evan needed capital to pay off debt, but traditional banks couldn't help. **Craft3** could.

Craft3 provided Artisan Electric with a Future Energy Fund Loan for working capital and to refinance existing debt. Artisan Electric, a green production business, created or retained 26 living-wage jobs and leveraged \$150,000 in additional funds. It averted 560 metric tons of greenhouse gases and conserved 5,188 BTUs of energy.

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